



Contracting Assistance

# PTAC

Your Official Source for Government Contracting Assistance

Step-by-step assistance in securing government contracts

**U**tah Procurement Technical Assistance Centers help small businesses with all phases of Government contracting (federal, state, and local). Counselors provide one-on-one and group instruction that helps clients identify contracting opportunities, which can create growth of market share and revenues, for them. The government is an excellent customer because they generally purchase in large quantities, and pay their bills on time.

PTAC is an important part of The Governor's Office of Economic Development (GOED), with nine offices throughout the state to assist you (see the other side of this flyer). There are specific keys available from your PTAC office as follows:

- 🔑 BID Match software to find bid opportunities.
- 🔑 One-on-one counseling
- 🔑 Workshops and Conferences
- 🔑 Registration Assistance (Duns, CCR, ORCA)
- 🔑 Networking facilitation
- 🔑 Contracting Partnerships:
  - Prime / Sub
  - Mentor / Protégé
  - Teaming agreements
  - 8(a) / Hub Zone Opportunities
- 🔑 Bid Proposals (response to an RFP)
- 🔑 Product Specifications / Standards
- 🔑 Procurement Histories / Pricing Data
- 🔑 GSA Assistance

### Individual Counseling

PTAC Counselors provide contract assistance training at your site, or at one of our nine locations. This counseling can identify how to market to military and government, documentation preparation, grant possibilities, information on SBA loan guarantees, etc.

Procurement counselors provide individual counseling on all aspects of government contracting, including assistance in the initial stage of how to find the right match, how to market to the government, and how to request and prepare solicitation documents. Counselors also provide information on other government programs including grants and government-backed bank loans.

### New Expanded Services from PTAC:

PTAC now offers special consulting services through a Utah based company: Shipley – an LSI Company. Depending on the nature of your specific needs, a consultant will be arranged and paid for by PTAC. Call your local PTAC office.

### Client Web Page Bid Match Notifications

PTAC offices utilize a computerized Bid Match program, which compares your company's products and/or services, in combination with industrial NAICS codes to government solicitations for the things they want to purchase. These purchases can range in scope and type similar to any other very large business procurement effort, and include:

- 🔑 Federal Agency software and integrated telecommunications circuits
- 🔑 DOD procurement of environmental remediation solutions
- 🔑 Federal/State engineering services and all types of equipment
- 🔑 Construction projects, including home and/or warehouse design/build to asphalt paving, or grounds maintenance
- 🔑 International trade opportunities of every description imaginable



*The GOED Procurement Symposium trains companies to sell to Government and Military buyers.*

### Utah Procurement Technical Assistance Centers

Governor's Office of Economic Development

[www.business.utah.gov/PTAC](http://www.business.utah.gov/PTAC)



## Step-by-step assistance in securing government contracts

### Utah Procurement Technical Assistance Centers

#### for **SALT LAKE COUNTY**

##### **MAIN OFFICE**

##### **Utah Procurement Technical Assistance Center**

CONTACT: Fred Lange, Director – 801.538-8733  
 EMAIL: fglange@utah.gov  
 Chuck Spence, Deputy Director – 801.538-8655  
 EMAIL: cspence@utah.gov  
 324 South State Street, Suite #500  
 Salt Lake City, UT 84111, FAX: 801.538-8888  
 Program Web Address: [www.goed.utah.gov/PTAC](http://www.goed.utah.gov/PTAC)

#### for **SOUTH SALT LAKE, AND TOOELE COUNTIES**

##### **SALT LAKE COMMUNITY COLLEGE**

CONTACT: Jonnie Wilkinson – Regional Manager  
 SLCC / Larry Miller Campus  
 9750 South 300 West, MCPC, Sandy, UT 84070  
 OFFICE PH: 801.957.6076, CELL: 801. 867-9287  
 FAX: 801.957-3488  
 EMAIL: jwilkinson@utah.gov

#### for **UTAH, WASATCH, SUMMIT, DUCHESNE, UINTAH, AND DAGGETT COUNTIES**

##### **UTAH VALLEY UNIVERSITY**

CONTACT: Cory Holley – Regional Manager  
 1410 West 1200 South, Orem, UT 84058-5999  
 PH: 801.863-8713, FAX: 801.863-7071  
 CELL: 801.830-9088, EMAIL: [cholley@utah.gov](mailto:cholley@utah.gov)

#### for **DAVIS, WEBER AND MORGAN COUNTIES**

##### **DAVIS APPLIED TECHNOLOGY COLLEGE**

Contact: Sharon Young – Regional Manager  
 DATC/Davis Business Alliance  
 450 South Simmons Way, Suite #300  
 Kaysville, UT 84037  
 PH: 801.593-2242 FAX: 801.593-2110  
 CELL: 801.755-5146  
 EMAIL: [sayoung@utah.gov](mailto:sayoung@utah.gov)

#### for **BOX ELDER, CACHE AND RICH COUNTIES**

##### **BEAR RIVER ASSOCIATION OF GOVERNMENTS**

CONTACT: Kent Watson – Regional Manager  
 170 North Main Street, Logan UT 84321  
 PH: 435.752-7242 X-410; FAX: 435.752-6962  
 EMAIL: [kentw@brag.utah.gov](mailto:kentw@brag.utah.gov)

#### for **JUAB, MILLARD, SEVIER, SANPETE, PIUTE, AND WAYNE COUNTIES**

##### **SIX COUNTY ASSOCIATION OF GOVERNMENTS**

CONTACT: Brian Florang – Regional Manager  
 250 North Main Street  
 PO Box 820, Richfield, UT 84701  
 PH: 435.893-0710, FAX: 435.893-0701  
 CELL: 435.201-2743  
 EMAIL: [bflorang@sixcounty.com](mailto:bflorang@sixcounty.com)

#### for **CARBON, EMERY, GRAND & SAN JUAN COUNTIES**

##### **SOUTHEASTERN UTAH ASSOCIATION OF GOVERNMENTS**

CONTACT: Delia Paletta  
 375 South Carbon Avenue, Price UT 84501  
 PH: 435. 637-5444 Ext.408  
 FAX: 435.637-7336  
 EMAIL: [dpaletta@seualg.utah.gov](mailto:dpaletta@seualg.utah.gov)  
 Or  
 CONTACT: Cory Holley – Regional Manager  
 1410 West 1200 South  
 Orem, UT 84058-5999  
 PH: 801.863-8713  
 Cell: 801.830-9088  
 EMAIL: [cholley@utah.gov](mailto:cholley@utah.gov)

#### for **IRON, GARFIELD AND BEAVER COUNTIES**

##### **SUU SMALL BUSINESS DEVELOPMENT CENTER PROCUREMENT TECHNICAL ASSISTANCE CENTER**

Craig Isom – Director  
 PH: 435.586-4087; EMAIL: [isom@suu.edu](mailto:isom@suu.edu)  
 Contact: Joni Anderson  
 77 North Main Street  
 Cedar City, UT 84720  
 PH: 435.586-8883; FAX: 435.586-4310  
 EMAIL: [andersonjoni@suu.edu](mailto:andersonjoni@suu.edu)

#### for **WASHINGTON AND KANE COUNTIES**

##### **DIXIE STATE COLLEGE OF UTAH**

Dixie Business Alliance  
 CONTACT: Keith Christiansen – Regional Manager  
 225 South 700 East, 127 HAZY, St. George, UT 84770  
 PH: 435.652-7754; CELL: 435.229-1846  
 FAX: 435.652-7870  
 EMAIL: [keithchristiansen@utah.gov](mailto:keithchristiansen@utah.gov)

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